The Matching Grant Fund
A Strategic Lever to Boost the Cashew Value Chain

Africa produces more than half of the world's raw cashew nuts (RCN), 17% of this was processed locally in 2024. The result: missed opportunities to increase income and strengthen rural economies. Despite the cashew sector's immense potential to drive rural development, it remains underutilized due to fragmented systems, limited processing infrastructure, and lack of access to financing or technical support.

The establishment of the Cashew Matching Grant Fund (MGF) is a direct response to these challenges. The concept is based on the idea that the private sector must be empowered to take ownership of activities within a project country or beyond. The fund is therefore a public-private partnership model designed to promote the cashew industry. It is also a financing and partnership tool that supports innovative ideas and projects in the sector which align with the indicators of the GIZ project and are scalable.

This Matching Grant Fund is a strategic lever for climate resilience, competitiveness, and local wealth creation within value chains. It is a key initiative in reducing the traditional entry barriers that have excluded smaller stakeholders, particularly women, young people, and rural entrepreneurs.

Allowing the private sector to apply as a consortium is an innovative approach that strengthens supply chain links. Qualified lead applicants (private companies) can find others to apply with and build a strong network for project implementation.

The consortium model also helps to empower and support the 'missing middle', who may not have the capacity to access such funds directly.
As an inclusive measure, the Matching Grant Fund seeks to enable private sector actors in the value chain to access other funds in future.

The scope of implementation of the MGF emphasises its innovative nature, as applicants are allowed to apply in one or multiple countries. This encourages and enables regional exchanges and learning. The Matching Grant Fund builds strong public-private partnerships, fosters local ownership and catalyses investment in high-impact cashew initiatives. Through this fund, innovations that have been evaluated and selected are being supported and scaled up, with the clear goal of transforming cashew production into a genuine engine for resilient and sustainable growth.

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51 Matching Grant Fund Projects within 9 years, improving **traceability for over 70,00 tonnes** of cashew kernels.

MOVEs MGF is based on a long-proven public-private partnership model: ComCashew (2012–2021). ComCashew engaged **over 17 international buyers** and **enhanced trade relations by 34%**, with 51 matching projects improving traceability for over 70,000 tonnes of cashew kernels.

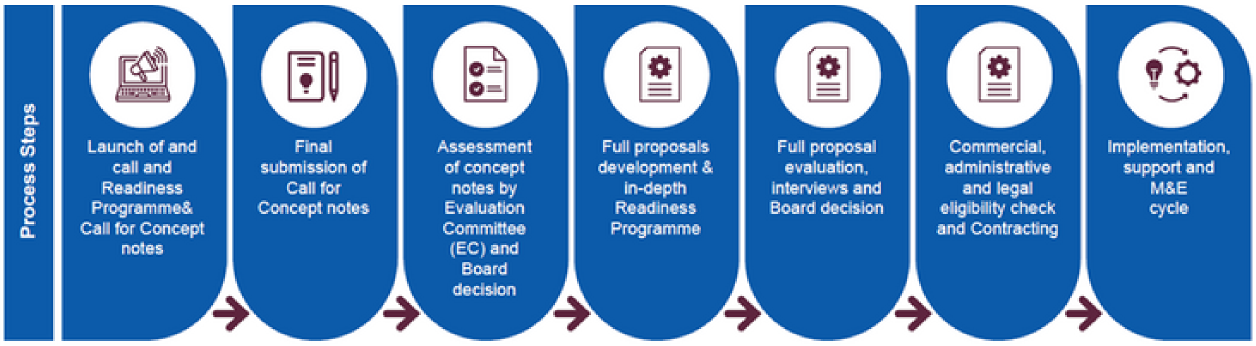
The success of projects implemented under the MGF is due to two key factors. Firstly, the involvement of GIZ technical focal persons, who act as back stoppers. Secondly, the involvement of key stakeholders in the selection and implementation process. Other support systems in place include the involvement of an accounting firm to ensure companies adhere to administrative processes and empower private companies to meet the requirements of other financial institutions.

A Strategic Approach for Promising Ideas

MOVE is dedicated to fostering the growth and success of high-potential ideas through its MGF readiness programme. By providing technical training in finance, MOVE offers access to specialised networks and a growing ecosystem of financial and agribusiness stakeholders across OACPS member states.

Additionally, guidance on agribusiness models and gender-inclusive training methodologies is provided, as well as connections to future commercial finance through a growing financial industry network.

Following a thorough evaluation process, around 43 leading companies from 17 countries were selected. MOVE's cashew MGF has mobilised approximately €9.3 million, including a €3.5 million contribution from GIZ/EU, demonstrating its ability to attract additional resources and promote innovative projects. Among the selected companies, there are around five European companies: Korosho GmbH (Germany), Espen Organics (Germany), Naturkost Ernst Weber (Germany), Pamoja (Sweden) and Camarass (Finland).



The Matching Grant Fund Process

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